

Message Text

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PAGE 01 LAGOS 14789 221501Z

ACTION AF-10

INFO OCT-01 ISO-00 CCO-00 PASO-00 SSO-00 /011 W

-----125735 221503Z /53

O 221430Z DEC 77

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC IMMEDIATE 5552

UNCLAS LAGOS 14789

E.O. 11652: N/A

TAGS: BEXP NI

SUBJECT: FOOTWEAR SALE

(

59: MR. JOHN S4OKES

GENESCO

UNIVER -) *-260

111 SEVENTH AVENUE

NASHVILLE, TENNESSEE 37202

TEL. 615-367-7166

1. YOUR RECENT LETTER GIVING LEATHER INDUSTRY PRICES WAS WELL RECEIVED BY MINISTRY. THIS MORNING I MET WITH ALL PERTINENT OFFICIALS AND WE NOW FACE SOME HARD BUT SIGNIFICANT DECISIONS.

2. ELEVENTH-HOUR AWARD TO GENESCO CERTAIN IF BOOT PRICE CAN BE REDUCED. PERM SEC OFFERS TO COMPROMISE BUT IS HOLDING FIRM AT DOLS 21 FOB PER PAIR. TO HELP COMPANY MEET THIS FIGURE ALEX OFFERS TO REDUCE HIS COMMISSION. CONSIDERING LONG-RUN IMPLICATIONS OF SALE I RECOMMEND THAT YOU GIVE OFFER SERIOUS CONSIDERATION. RELATED FACTOR IS PROSPECT OF FREEZE ON ALL GOVERNMENT CONTRACTS FOR MUCH OF COMING YEAR. SALES NOT FINALIZED NOW WILL PRESUMABLY NOT TAKE PLACE FOR A LONG TIME.

3. PERM SEC ASSURES ME THAT IF SUGGESTED PRICE ACCEPTABLE, GENESCO REPRESENTATIVE SHOULD BE HERE DECEMBER 28 FOR SIGNING OF CONTRACT.

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PAGE 02 LAGOS 14789 221501Z

4. UNIFORM DEMONSTRATION HAS NOW BEEN PUT OFF TO WEEK OF JANUARY

8. CONSIDERING FINANCIAL SQUEEZE I AM NOW SANGUINE ABOUT POTENTIAL SALE.

5. ALEX WILL TELEPHONE YOU FROM LONDON SATURDAY, DECEMBER 24 TO GIVE FULLER PICTURE.

6. PLEASE ADVISE ME OF YOUR VIEWS BY CABLE ASAP SO THAT I CAN
INFORM MINISTRY. VERY BEST REGARDS TO YOU AND TOM AND YOUR
FAMILIES. CAHILL. LAGOS.
EASUM

NOTE BY OCT: PASSED ABOVE ADDRESSEE.

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Message Attributes

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Disposition Approved on Date:
Disposition Case Number: n/a
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